



ASSISTANT SECRETARY OF DEFENSE  
4000 DEFENSE PENTAGON  
WASHINGTON, DC 20301-4000

MAR 7 2002



FORCE MANAGEMENT  
POLICY

The Honorable Bob Stump  
Chairman  
Committee on Armed Services  
U. S. House of Representatives  
Washington, DC 20515-0303

Dear Mr. Chairman:

Section 361, National Defense Authorization Act for Fiscal Year 1997, authorized the Military Services to expend appropriated funds for recruiting functions. This authorization allowed recruiters the flexibility to purchase small meals and refreshments during recruiting activities for persons who may enlist, assist, or contribute to recruiting efforts. This act also required the Department of Defense to submit an annual report through FY 2001 to Congress on the extent to which this authorization was being used.

For the past five years, the Services used this authority to conduct events that established and maintained positive rapport with potential applicants, parents, educators and other adult influencers. The Services also used the funds to sponsor events that kept prospective recruits and members of the Delayed Entry Program (DEP) interested in military service and better prepared them for success in initial entry training and subsequent military life. We believe that this preparation has had a positive impact in minimizing attrition both from the DEP and from basic military training. The Department considers the authorization to be a valuable and effective tool in its recruiting efforts and appreciates the authority being made permanent in the National Defense Authorization Act for Fiscal Year 2002.

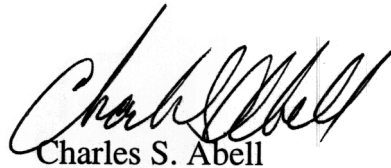
In Fiscal Year 2001, the Department spent \$7,886,500 under this provision. Specific Service usage for Fiscal Years 1997, 1998, 1999, and 2000 also are shown in the following table:

(\$000)	Fiscal Year 1997	Fiscal Year 1998	Fiscal Year 1999	Fiscal Year 2000	Fiscal Year 2001
Army	\$3,600.0	\$4,038.0	\$5,511.0	\$6,434.8	\$6,676.3
Navy	\$101.7	\$176.1	\$154.0	\$139.2	\$189.0
Marine Corps	\$161.4	\$227.6	\$200.5	\$296.2	\$276.5
Air Force	\$512.0	\$570.0	\$530.0	\$606.8	\$744.7
<b>DoD</b>	<b>\$4,375.1</b>	<b>\$5,011.7</b>	<b>\$6,395.5</b>	<b>\$7,477.0</b>	<b>\$7,886.5</b>



A similar letter is being sent to the President of the Senate, the Speaker of the House of Representatives, the Chairman and Ranking Member of the Senate Committee on Armed Services, and the Chairmen and Ranking Members of the defense subcommittees of the Senate and House Committees on Appropriations.

Sincerely,



Charles S. Abell

cc:  
Ranking Member